

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

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Williamsville, NY 14221
(716) 634-9232
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September 22, 1997

RJR Account #396640
Ms. C. LeTares
MANCHESTER TOBACCO

NOVEMBER DORAL B2G1F / PROMOTION #701647

Dear Christine:

DORAL B2G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as 102 skus of B2G1F Displays (Item #533174) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B2G1F UPC Code	#/ (6M) Cases B2G1F
<i>Light</i>	12300-24488	<u>7</u>
<i>Light Men 100</i>	12300-24492	<u>7</u>
<i>Light 100</i>	12300-24489	<u>7</u>
<i>FF 100</i>	12300-24490	<u>3</u>

DISPLAY DETAIL

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.

Product / Premium Arrival:

October 20, 1997

Ship Date to Retail:

Week of: October 27, 1997

SKU CUBE:

1.0195

SKU WT (w/o Product):

1.7300 lbs

Retail Sales Offer per Sku:

21 Offers

Billing per Sku:

5 Savings Cartons (if additional live pack is added to Display)

4.9 Savings Cartons (if additional live pack is NOT added to Display)

EFT \$ Amount:

\$4,124.33

51844 8708

-2-
B2G1F
MANCHESTER TOBACCO

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'.
UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT
NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP
NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER
LIST.

PLACE INTO EACH DISPLAY:

- * 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN)
BRAND STYLES: DORAL LIGHT / DORAL LT MEN 100 / DORAL LT 100 / DORAL FF 100
- * 1 ADDITIONAL LOOSE LIVE DORAL PACK (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS.
(7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT;
8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.
(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY)

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you
\$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This
equates to \$117.60 (8.4 (12M) case(s) @ \$14.00). Payment will be made as soon as possible
once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: H. Battle

Enclosures:

- Customer List
- Wholesaler Packing Instructions

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to
account.

V-B2G1F.DOC

51844 8709

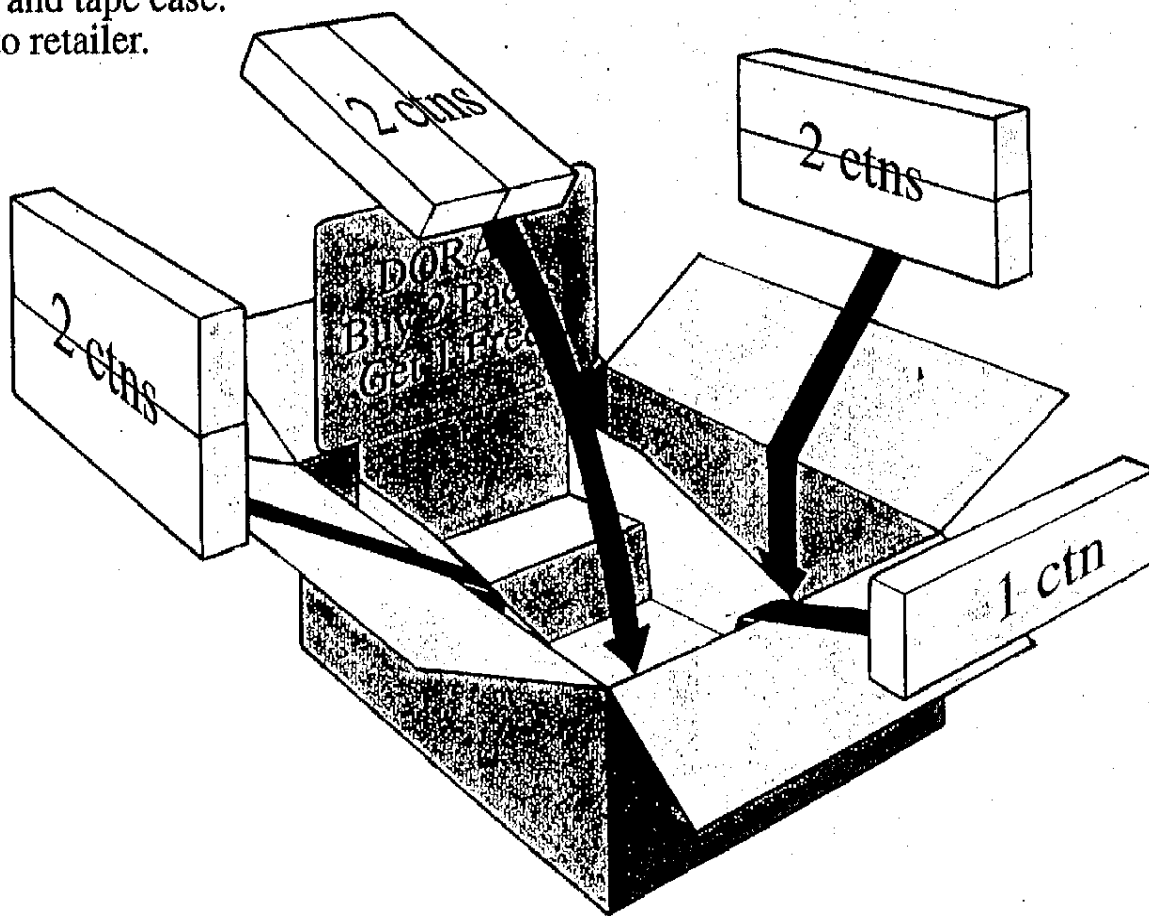
WHOLESALE PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 4TH QTR.'97

November-December DORAL B2G1F (Buy 2 Packs Get 1 Free)

STEPS

1. Open DORAL B2G1F shipping case.
2. Place 7 cartons of DORAL promotional product into shipper/display.
(Promotional product is in white cartons and is pre-sleeved).
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: #533174

Description: DORAL November-December B2G1F Display/POS Kit

Brand Style	<i>Light</i>	<i>LT MEN 100</i>	<i>Light 100</i>	<i>FF 100</i>		
Number of Cartons	<i>2</i>	<i>2</i>	<i>2</i>	<i>1</i>		

51844 8710

WHOLESALER : 396640 MANCHESTER TOBACCO, INC. <DIRECT>
 TEMPLATE : 701647 71100 DOR B2G1F NOV
 TEMPLATE SEQ : 0016
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112204	112227	347943	OLD CORNER STORE	MAIN STREET	JEFFERSON	NH	03583	1			130784	(603)586-7722
112204	112227	483098	RON'S VARIETY	737 MAIN ST	BERLIN	NH	03570	1			120503	(603)752-1908
112204	112227	550908	BOTTLE KEG	CONWAY MARKET PLA	CONWAY	NH	03818	1			170481	(603)447-3353
112206	112220	104662	PATRIOT'S CORNER GR	29 OCEAN BLVD	HAMPTON	NH	03842	1			947137	(603)926-7087
112206	112220	433996	DURHAM MARKETPLACE	MILL ROAD	DURHAM	NH	03824	1			237631	(603)868-2500
112206	112220	481941	SHORT STOP	968 MIDDLE RD	PORTSMOUTH	NH	03801	3			559714	(603)431-3401
112206	112220	754915	THE LIGHTHOUSE	369 OCEAN BLVD	HAMPTON	NH	03842	1				(603)926-4951
112206	112220	104687	CABOT ST GROCERY	125 CABOT ST	PORTSMOUTH	NH	03801	1			540302	(603)436-0028
112206	112220	104695	STOP & GO #705	1350 WOODBURY AVE	PORTSMOUTH	NH	03801	1			831947	(603)436-7811
112206	112220	708038	ROSES COUNTRY STORE	ROUTE 125	EPPING	NH	03042	1			524471	(603)679-1967
112206	112220	729068	M&P COUNTRY CONVENI	137 EPPING RD	EKETER	NH	03833	1			741278	(603)772-4143
112206	112220	751098	SEACOAST SUBS N SOD	517 MIDDLE ST	PORTSMOUTH	NH	03801	1			949754	
112208	112225	582294	TEN ROD ROAD GETTY	TEN ROD ROAD	ROCHESTER	NH	03867	1			924682	(603)332-3301
112208	112225	601072	POOR THOM'S BEVERAG	ROUTE 125	BARRINGTON	NH	03825	1			927175	(603)664-2599
112208	112225	755159	THE CORNER STORE	CENTER AND MAIN S	WOLFEBORO	NH	03894	1				(603)569-1835
112208	112225	755495	STOP & GO #710	158 N MAIN ST	ROCHESTER	NH	03867	1			821958	(603)332-0773
112208	112220	755751	JJ'S MINI MART	220 ROUTE #16	SOMERSWORTH	NH	03878	2			531046	(603)749-9546
113103	113128	733378	BROWN JUG PACKAGE	324 E MAIN ST	MERIDEN	CT	06450	1				(203)277-8644
163801	163827	105192	NORTHROPS INC	6 N MAIN ST	LISBON	NH	03585	1			135176	(603)838-2842
163801	163826	643734	DICKS MOBIL	MAIN STREET	LINCOLN	NH	03251	1			150460	(603)745-3572
163802	163824	090460	JOHNNY'S TIRE & BAT	680 MAST RD	MANCHESTER	NH	03102	1		5474-0000	261051	(603)668-1325
163802	163822	481791	BROAD STREET EXXON	103-105 BROAD STR	NASHUA	NH	03060	1		5474-0000	435513	(603)883-2048
163802	163822	484497	BIG JOHN'S COUNTRY	92 UNION ST	MILFORD	NH	03055	1			435510	(603)672-6733
163803	163821	104064	HIGH STREET MARKET	HIGH ST	KEENE	NH	03431	1			340820	(603)352-1898
163805	163820	103053	TURNERS VARIETY	38 CROSS ST	SALEM	NH	03079	1			642017	(603)898-7962
163805	163820	307460	ONE STOP MOBIL	134 N BROADWAY	SALEM	NH	03079	1			641528	(603)893-8074
163805	163823	327760	FREEDOM FUEL	128 W BROADWAY	DERRY	NH	03038	1			645085	(603)434-3838
163805	163823	450283	HILLTOP FOOD & DELI	33 INDIAN ROCK RD	WINDHAM	NH	03087	1				(603)434-4686
163805	163822	465963	MIKES GROCERY & DEL	16 N MAIN ST	DERRY	NH	03038	3				(603)432-2861
163805	163823	543932	NO LONDON DERRY EXXO	RT 28	LONDON DERRY	NH	03053	1		5474-0000	644059	(603)432-0036
163805	163823	717460	THIRTY PINES TEXACO	2 ASHLIGH DRIVE	DERRY	NH	03038	1			724698	(603)425-0705
163805	163823	730143	BROTHERS CORNERS VT	34 SOUTH STREET	DERRY	NH	03038	1				(603)434-0788
163805	163823	755690	DIAL MART	TINKHAM ST	DERRY	NH	03038	1				(603)434-8509
163805	163824	964646	CANDIA GETTY	ROUTE 101	CANDIA	NH	03034	1			845582	(603)483-8945
163806	163826	020444	CROSSROADS	ROUTE 4	SALISBURY	NH	03268	1			645595	(603)648-2221
163806	163826	104868	WAYSIDE GROCERY	RTE 28 & 11	ALTON	NH	03809	1			632304	(603)875-2861
163806	163826	104875	MOUNTAIN'S GEN. STOR	MAIN ST	CTR BARNSTEAD	NH	03225	1			631381	(603)269-7031
163806	163826	105039	106 BEANSTALK	RT 106	LOUDON	NH	03301	2				(603)783-4305
163806	163826	198514	TONYS KORNER KUBBAR	394 N STATE ST	CONCORD	NH	03301	1			322095	(603)228-8774
163806	163826	247464	EPSOM CIRCLE MARKET	EPSOM CIRCLE	EPSOM	NH	03234	1			851493	(603)736-8121
163806	163824	317519	VEANOS CON. STORE	146 LOUDON RD	CONCORD	NH	03301	1			442279	(603)224-8190
163806	163826	453224	SPEEDWAY CON.	ROUTE 106	LOUDON	NH	03301	1			857169	(603)783-0312

TERM	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
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163806	163826	497498	GUS'S COUNTRY STORE	ROUTE 106	BEIMONT	NH	03220	3				653318 (603) 267-7590
163806	163826	507993	BEIMONT VILLAGE STO	PO BOX 716	BEIMONT	NH	03220	1				650212 (603) 267-6987
163806	163826	562240	HOMETOWN MARKET	43 S MAIN ST	PENACOOK	NH	03303	1				443450 (603) 553-9891
163806	163826	576289	BOSCO BELL STORE	ROUTE 28	BARNSTEAD	NH	03218	2		2794-0200		635509 (603) 435-8501
163806	163826	597069	CAPITAL FARMS	3 BROADWAY	CONCORD	NH	03301	2				425591 (603) 224-9859
163806	163826	604756	GUS COUNTRY STORE	ROUTE 3	TILTON	NH	03276	1				655328 (603) 524-3916
163806	163826	673284	GETTY MART	242 N MAIN ST	CONCORD	NH	03301	5				944117 (603) 226-9473
163806	163826	695820	AIRPORT COUNTRY STO	63 GILFORD EAST D	GILFORD	NH	03246	1				603) 524-2232
163806	163824	697362	BRIDGE ST FOOD MART	24 LOUDON RD	CONCORD	NH	03301	1				603) 224-9261
163806	163824	720822	FOOD BASKET	72A WASHINGTON ST	CONCORD	NH	03301	1				603) 225-2242
163807	163824	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	03103	5				711342 (603) 668-6188
163807	163824	104371	AMOSKEAG MARKET	275 FRONT ST	MANCHESTER	NH	03102	1				603) 668-6415
163807	163824	302680	RIVERSIDE EXXON	36 W RIVER RD	HOOKSETT	NH	03106	1		5474-0000		624468 (603) 668-0039
163807	163824	458290	ACADEMY FRUIT	266 BRIDGE ST	MANCHESTER	NH	03104	1				225334 (603) 668-1251
163807	163823	461399	MERRIMACK GETTY	605 D.W. HIGHWAY	MERRIMACK	NH	03054	1				166578 (603) 424-5542
163807	163823	479524	SOUTH MAPLE VARIETY	93 S MAPLE ST	MANCHESTER	NH	03103	4				603) 625-4923
163807	163824	487016	HARVEST FARM MARKET	995 GORFETOWN RD	MANCHESTER	NH	03102	1				823469 (603) 627-8525
163807	163823	688630	ROBO'S VARIETY	912 SOMERVILLE ST	MANCHESTER	NH	03103	1				835588 (603) 624-1771
163807	163824	701906	PAPDS MOBIL TOO	86 W RIVER RD	HOOKSETT	NH	03106	1				747178 (603) 627-3270
163807	163824	712480	UNCLE BOB'S	435 KETLEY ST	MANCHESTER	NH	03102	1				603) 623-0521
163807	163824	712596	ANTHONY'S SOUTH ELM	37 ELM ST	MANCHESTER	NH	03101	3				603) 622-5800
163807	163824	714926	CROSSTOWN VTY	270 AMORY ST	MANCHESTER	NH	03102	2				815581 (603) 668-4100
163807	163824	716330	WEST SIDE EXPRESS	M 725 2ND ST	MANCHESTER	NH	03102	5				836005 (603) 625-4969
163807	163824	728365	D.M. EXXON	738 HOOKSETT RD	MANCHESTER	NH	03104	1				227658 (603) 628-1684
163807	163824	754850	PAPD'S MOBIL STATIO	705 DW HIGHWAY	MANCHESTER	NH	03104	1				603) 669-8695
163807	163823	755636	CARON & SONS MOBIL	468 DANIEL WEBSTE	MERRIMACK	NH	03054	2				105629 (603) 424-5227
163807	163823	757341	SHORT STOP SUPERETT	78 WILSON ST	MANCHESTER	NH	03103	1				225019 (603) 622-4745

PAGE BREAK TOTAL ACCOUNTS 70 TOTAL QUANTITY 99

TEMPLATE TOTAL ACCOUNTS 70 TOTAL QUANTITY 99